

Ever See Merchandise So Cheap? It's the Indication of a New Triumph Over Recent Conditions

In some cases it is the new science of easier and more rapid production, in others over-productions, money pressure, or perhaps slow demand---ALL ARE CAUSES for the many underprices, as will be exhibited here Monday. IT IS TO BE A NEW PRICE ERA SALE.

\$14,386.75 Is the Wholesale Cost of the Embroidery That We Are Going to Sell Monday for \$7,200.00

It is not often that such a deal can be made. The manufacturer made rather more for such exclusive styles as are engrafted in this purchase. They are the voile, rice cloth, neige crepes and other new fabrics. The embroidery itself is like the hand underlaid work, the threads used being all mercerized. Some are white and ecru; others even embroidered in colors. There are various widths from the narrow to the widest 45-inch flouncings. These wide flouncings constitute several hundred pieces of the most beautiful designs that our buyer has ever beheld; they were made for the Fifth Avenue exclusive trade.

173 pieces of the 45-inch width are, yard, 88c, 50c and 50c, for those that were made to sell for 88c, \$1.25 and \$1.50.

27-inch widths will be sold for yard, 10c, 84c and 50c; these were made to sell for 38c, 88c and \$1.25.

Finest soft finish Batiste Flouncing, after the order of the fine new French; 18 inches

wide; these will be sold for, yard 88c; they were made to have sold for 75c.

Another lot of Flouncings, 27 inches wide; they are new patterns and were made to sell at 50c to 65c; the price is yard, 20c.

One of the good recent purchases have been a lot of St. Gall Embroideries; they will be sold Monday in connection with the above;

all good quality St. Gall work, on longcloth, nainsook and Swiss; mostly hand-made goods; choice, yard, 5c.

Like Hand Embroidery, in the new designs of Dresden and rose patterns, white ground with colored embroidery, in the neige crepe cloth—

The \$1.00 ones for, yard, 50c
The \$1.50 ones for, yard, 75c

There Will Be a Lace Sale

Quite a large lot of fine Laces that our buyer picked up in New York a few days ago, some of them first things of the season. It looks wonderful this early to be in such luck. Here are some of the prices compared with what they opened for this season:

75c Shadow Lace Flouncings, for, yard, 48c
40c Shadow Lace Flouncings, for, yard, 25c
50c Lace Flouncings; 27 inches wide; for, yard, 29c

At special prices, Platt Val. Laces; the newest, best sort and in full pieces; some have a very slight imperfection here and there; about 360 dozen yards on sale; up to 4 inches wide; the price will be, yard, 5c

Fancy Laces, 5 to 8 inches wide; all in the new shadow lace designs, bands and edges; a lot of 300 pieces will be in this sale, at, yard, 12 1/2c 10c

The new Net Tops, with embroidered edges; these made specially for the graduate dress; they are very dainty and delicate; entirely new; and price, yard, \$1.25 to 85c

Net Top Oriental Laces, in white and ecru; in the popular widths for neck and sleeve trimmings, special lot of these, for, yard, 25c 12 1/2c
Cohen's Main Floor.

The Sale of Summer Garments



Embroidered Crepe Dresses, embroidery is on floral sparsely placed, with double ruffle tunic; price \$5.75

Never mind the opportunities you may have of buying for a third less than their real values. There is never the least likelihood of your paying more for any item than its worth. The choice in these many new apparels is practically unlimited.

One of the new Dresses is of pleated chiffon crepe. It comes in the variety of rare colorings. There is a pleating all over for the Russian tunic, which extends to the ankle. It is finished with imported organdy and hemstitched collar and cuffs, tastily patched with the trimmings. These Dresses are. **\$12.50**

Imported Rammy Linen Dresses of the new, newest style; wonderful at the price. **\$7.50**

Including all the variety of colors, such as green, blue, tango, rose, wisteria and white.

It is difficult to say how much beauty can be put in a dress of crepe cloth in striped effect. **\$4.95**

The belt is of contrasting colored silk; they come in every size up to 44.

White Dresses, embroidered; gotten up in the new shape and ideas; you can make your own price from \$35.00 down to. **\$1.98**

At \$1.98 and \$3.98, there are dozens of different styles that we call your attention to, as the best and newest ideas, carried out for so little money, that we can't see how you can buy them anywhere but here. **\$5.75**
Cohen's Second Floor.

The Wise Woman Buys Silks Now

This reminder should be counted as valuable interest, because we buy Silks now at prices that the makers would not listen to when the season for them is full open again. Many from the great recent demand for silks have overproduced, and are anxious to turn them into a cash asset. Here are a few of the many on sale now:

The Crepe Silks in Brocade, that have been \$2.00, we now sell at, yard, **\$1.50**

Pussy Willow in printed figures, that were \$2.75; for, yard, **\$2.00**

Chiffon Cloth, 40 inches wide, white and colored grounds, were \$1.50 and \$2.00; now, yard, 75c and 1.00

Lot of Oriental Silks, reduced to the following figures:

Was 86c, for, yard, **25c**

Was \$1.00, for, yard, **75c**

\$1.25 ones for, yard, **\$1.00**

All these in black or white:

Figured Summer Silks, not yard wide; will be sold for, **50c**

Black Crepe de Chine, 40 inches wide; Monday for, yard, **\$1.25**

Also Crepe Poplin reduced from \$2.50 to, yard, **\$2.00**

And so for any other:

Quite a lot of Black Silks, Messalines and other weaves at under prices.

Cohen's Main Floor.

People Who Come to the Muslin Underwear Dep't

Never want to look around at any other store. The very glance of seeing the perfection of the garments and the prices is the proof of eating the pudding.

These gowns at \$1.25—the entire body made of shadow lace, with penannants of imitation Irish medallions for ribbon to pass about the waist, trimmed in bows, the material is finest high-grade nainsook.

\$1.50—There is a variety of styles at this price. One of the new petticoats is a shadow lace over flounce of nainsook; it is headed with bows of ribbon; these come in half-dozen different styles, some with embroidery.

One of the new French gowns is of fine embroidery interspersed with Val. lace; the yoke, back, front and sleeves in uniform trimming, made of ladies cloth, **\$1.50**

Another is simplicity rich, the edging of the low neck is band of nainsook added to the gown, with insertion of Val. lace, sleeves and bottom of skirt to match, **\$1.50**

One at \$2.00 is the elaborate \$2.50 Boast Gown of many stores.

Danant Petticoat of Van Dyke shadow lace, 10 inches wide, double ribbon drawn, finished with bows, **\$2.50**

Another is probably one that you have been admiring at \$12.00 in the Paris Petticoat; it is interspersed with ribbon and Irish Point embroidery; entire skirt is principally made of Val. lace \$3.74

The Ami-French is made of crepe cloth, very elaborately embroidered and scalloped edge; they differ from anything ever produced outside of the hand-made French; will be readily for those; the French would charge \$12.00; these **\$1.50**

are **\$1.50**



For Monday sale, 60 dozen Ladies' Gowns, qualities that have never been known in this store for 60c; about dozen different styles, some trimmed with lace, others with embroidery, all new, just arrived; none made out of anything but best material, best sewing; special price for Monday and the **50c** week

About 30 dozen Drawers, knickerbocker style, trimmed with German Val. lace and ribbon; instead 39c of 60c they are. **39c**
Cohen's Second Floor.

Among All This Sea of Wash Goods

Are dozens of kinds that are not only new, but underpriced. Among them are:

Black Silk Finished Pongee, yard wide, never known under 25c, are marked now, yard, **17c**

Printed Chiffon Crepes, 55 pieces to be sold, white ground, with most beautiful small neat printing; the identical goods that sold heretofore at 25c; they will be, **12 1/2c**

New Devonshire Cloth, is 32 inches wide, especially adapted for hard usage in children's garments, shades

and colorings are perfect; they come in stripes and checks, in solid colors; price, yard, **19c**

40-inch Sheer Chiffon Voile, finest weave seen this season; it is difficult to tell from the imported silk quality; the price is, yard, **25c**

The Twill Galatea, 27 inches wide, shown in a large variety of white or colored ground, also plain white; yard, **12 1/2c**
Cohen's Main Floor.

Linens

Thoroughly shrunk and non-crushable, in all the new colors, full double width, and the price **50c** only, yard

Others are up to 46 inches wide, in the stylish sack cloth; they come in white, blue, green, and brown; these goods are, **yd.**

In the same department the Shirting Linen is soft finish, the 40c quality for, yard, **25c**

Sheeting, 2 1/2 yard Irish Sheeting (not the German), that sells for \$1.25; at, yard, **75c**

Some, 65c.

There are lots of Linen things under the regular value.

Applique and other Scarfs and Shams not match sets, that is, why 75c ones sell for, **44c**
Cohen's Main Floor.



In the Curtain Department

Will be found one of the most beautiful lots of Cretonnes ever offered for sale. We have gone all the way to France and England and searched through those that are on top in this country. Cretonnes for covering summer furniture; Cretonnes for window drapery; Cretonnes for the cheerfulness of the house in every direction, that is why we have gathered so many beautiful Cretonnes.

You can get yard-wide **12 1/2c**

Or a narrow of Pure French Linen for, yard, **\$1.50**

English, at, yard, **\$1.25**

Some are, yard, **65c**

American, from, yard, **49c**

12 1/2c up to

There are many special prices, so that economy will find a splendid home here. Cohen's Third Floor.

In the Silverware Department

You will find perhaps more for your money and a greater variety for every use than anywhere within your limit of dealing.

4-piece Silver Plated Tea Set—

Tea Pot, Sugar Bowl, Cream Pitcher and Spoonholder—all of them gold lined, made on white Britannia metal; it is at once superior to any material that is used for silver; this entire set, full quadruple plate, for, **\$5.00**

Another set is burnished and threaded design, gold lined, four pieces, for, **\$8.95**

Fruit Bowl, burnished, pierced, and English threaded edge, is, **\$2.50**

Syrup Pitcher and Plate, satin finish, handsomely engraved, for, **\$1.50**

Pickle Casters, with crystal glass jar, fancy frame and tongs, **95c**

Sheffield plate, quadruple Tea Set, five pieces—Coffee Pot, Tea Pot, Sugar Bowl, Cream Pitcher and Spoonholders; the entire set for, **\$27.50**

Crumb Tray and Scraper, engraved with heavy border, **\$1.95**

Butter Dish, burnished and fluted, handsomely engraved with glass drainer, for, **\$1.50**

Lemon Dish, pierced frame, with two side handles and glass, for, **\$1.25**

Sugar Bowl and Cream Pitcher, threaded and engraved, gold lined, for, **\$3.50**

Sandwich Trays, burnished and pierced, 11-inch tray, for, **\$1.50**

only **\$1.50**
Cohen's Third Floor.

68c is Our Mascot Price

It seems lucky, because we are lucky to buy things to sell for that price.

These Silk Hose

In all the various colorings, with double high spliced heel, sole and toes, wide garter top in every new shade—purple, green, blue, navy, black, white, etc. They are equal to the wear well \$1.00 stocking.

Cohen's Main Floor.

The Carpet Department

Has Some Splendid Buying

A lot of Real Turkish Rugs; some that you would have to pay \$29.00

Others are only, **\$18.00**

\$27.50 Druggets **\$175.00**

There is quite an assortment of various kinds and sizes.

Some few American Druggets to be sold out; they are all 5x12 size,

What 5c Will Buy Monday

8 spools Colored Machine Silk, **\$8.75**

12 yards Bias Seam Tape, **\$17.50**

3 pieces White Linen Tape, **\$22.50**, for, **\$17.50**

5 dozen Bone Colored Buttons, **\$6.75**

1 dozen Bone Hair Pins, **\$6.75**

8 blocks of Ironing Wax, **\$7.50**

4-yd. piece Wash Trimming Edging, **\$7.50**

4 dozen Snap Fasteners, **75c**

3 pair Shoe Laces, **75c**

12 Acme Crimping Pins, **75c**

8 spools Black Darning Cotton, **75c**

12 Aluminum Thimbles, **75c**

8 cubes White Pins, **75c**

8 Elastic Bound Hair Nets, **75c**

Also, Matting Rugs at under prices.

Linoleums and Oil Cloths at Special Prices

The Inlaid Linoleum, \$1.00 quality, for, **60c**

The Printed Linoleum that sells generally for 50c is **29c**

The colors are beautiful and we stand back of the wear.

Cohen's Fourth Floor.

In the Men's Department

Are two Shirts that no human creature that wears shirts ought to overlook.

One is the best \$1.00 Shirt ever sold in Richmond for, **69c**

The other is the Russian Cord, best \$2.50 Shirt sold in the city for, **\$1.28**

There are plenty of either, in all the new colorings and styles.

Cohen's Main Floor.

What is the Trouble With Umbrellas?

It may be because it does not rain much. At any rate, one of the manufacturers, who was not selling anything, and had to keep his factory going, made us an offer for 25c less for even \$1.00 Umbrellas, and it is the best \$1.00 Umbrella we know of that is made in America; will be sold Monday for, **75c**

Umbrellas that were \$1.75 to \$3.00 will sell Monday at from **\$2.00**

\$1.25 to \$1.75

There are pretty enough Parasols now to make an ambitious dresser see green stars. They are not only new in their colors, but also in shape and styles; not high priced.

Cohen's Main Floor.

Several Hundred Dozen Boys' Rompers

That have always been the best 50c ones that are made. We have bought the lot, in all sizes and all colors, plain, checked or striped, best material, best sewing, ages to 6 years; instead of 50c, they **36c**

are **36c**

In the same department will be found 62 dozen Percal Dressing, in light colors, with small figures, double seams, made by one of the best New England manufacturers; made to sell as bargains at 29c, but the manufacturer overreached his limit in making the quantity; Monday we will sell them for, **19c**

Cohen's Second Floor.

New Lots of 16-Button Silk Gloves

Double finger tip; the best \$1.00 ones in town, that we sold at 65c, have come in; will be on sale Monday. They come in white or black only.

Cohen's Main Floor.

CLOSING EXERCISES AT INDUSTRIAL SCHOOL

Demonstration of Actual Work in Being Accomplished Among Negro Students—Notable Speakers.

[Special to The Times-Dispatch.]

Lawrenceville, Va., May 23.—Fully 1,000 people attended the unique and interesting closing exercises of the St. Paul Normal and Industrial School.

The large number of local white friends present showed the interest they felt in the splendid work being done by the school in the way of training and

elevating the negro masses. The exercises began promptly at 8 P. M. The program was characteristic. It was a demonstration in miniature of the actual work of the school. Tailoring, sewing, printing, plastering and electricity were represented by students from those divisions doing the work.

The tailors took a measure and fitted a suit, while the plasterers actually plastered a section of wall. The printers had a press upon the stage and made ready a form, put it upon the press and ran off a job in sight of the audience. The sewing and dressmaking divisions had exhibits. Perhaps the most effective and certainly

the most interesting demonstration was light, by Joseph L. Ashby, of the division of engineering and electricity.

The demonstration began with candles, then the oil lamp, the carbon lamp and on through the various Edison improvements. The accompanying paper by Ashby explained each phase of the lighting.

The academic side of the school was represented by a demonstration in penmanship. A miniature schoolroom with desks, blackboards, etc., was fitted up and a class from the primary division of the practice school used.

The demonstrator, Annie E. Brown, gave a most interesting and skillful exhibition of how to develop and teach

this subject to children of tender age. Cheeleigh P. Franklin was salutatorian, and Annie B. Brown, valedictorian.

Both addresses breathed the spirit of work and service, the predominant note at St. Paul's. The alumni orator, E. J. Fields, represented both in his address, and in his own life the value and effect of training and education.

He came to St. Paul an almost illiterate adult and by his energy, capability and honesty worked himself up to a competence in life and is now a successful farmer, merchant and teacher, respected alike in his community by

both white and black, as a good citizen and useful member of society.

The presence of the State Superintendent R. C. Stearnes, and Bishop Arthur S. Lloyd, president of the Domestic and Foreign Missionary Society of the Episcopal Church, both of whom made addresses, gave added distinction to the occasion. The vice-president of the board, Bishop Tucker, introduced Mr. Stearnes.

Mr. Stearnes began by expressing his appreciation of the work at St. Paul, declaring that he took the same interest in it as if it were a public school, because it was performing a public service; that the State Board was giving occupation to the product

of private high schools by giving their graduates certificates; that if it were possible for St. Paul to have turned out 500 graduates every one of them could secure a position.

Bishop Lloyd delivered the address to the graduating class. It was sound and full of splendid advice. The bishop emphasized the fact that they stood out as marked people and thoughtful men and women were looking to them as leaders of their people. Graduates of the school were known throughout the country and he had yet to hear of one who had brought discredit upon his alma mater.

ASSAILANT OF OFFICER GETS LIGHT SENTENCE

Bristol, Tenn., May 23.—For deliberately sending two bullets into the breast of Deputy Sheriff Ed Hall, who held him as a prisoner, Bob Carroll, tried in the Circuit Court at Jonesville, Lee County, Va., was given only four months in jail. Hall recovered, but barely escaped death. Carroll got off easy, it is said, because of prejudice existing against Hall, who is now under indictment on a charge of having been implicated in the robbery of a woman of \$200.